

Address: Near Police Chowki  
Jawaharpuri, Behind Patel Market  
Opp. APS Honda Showroom  
Distt. Budaun (U.P.) INDIA-243601  
Mobile-08128124850  
[Email-sudhirksinghme08@gmail.com](mailto:Email-sudhirksinghme08@gmail.com)

## **SUDHIR KUMAR SINGH**

### **OBJECTIVE:**

- To reinforce my role as a responsible member of organization and pursue an intellectual and challenging career in Sales & Marketing, Customer Support Management, Business Development with a growth oriented organization.

### **PROFILE SUMMARY:**

- Over 5 years+ of experience in Sales & Marketing, Team Management, and Business Development.
- Resourceful at managing dealers for enabling greater market penetration.
- Highly competitive, self-starter and goal oriented professional with experience in sales operations.
- Adept at handling sales and marketing operations to stimulate sales growth and realize organizational objectives.
- An effective communicator with good relationship building & interpersonal skills & organizational abilities.

### **AREA OF EXPOSURE:**

- Sales & Marketing.
- Business Development.
- Team Management.
- Branch Operations.
- Market Coverage.

### **CURRENT CTC:**

- 5.56 Lacs + Variables (1.6 Lacs).
- Expected-Negotiable

### **STRENGTH & ABILITIES:**

- Learning and organizing skills matched with the ability to manage stress and people.
- Excellent motivational and organizational skills.
- Dedicated to creating an atmosphere of respect and acceptance.

### **JOB PROFILE & KEY RESPONSIBILITIES:**

- (1) Joined INTERNATIONAL TRACTORS LTD. as a FIELD OFFICER in JULY-2013.**
- (2) Promoted as TERRITORY EXECUTIVE in JANUARY-2015.**
- (3) Currently working with ITL as Sr.TERRITORY MANAGER since APRIL-2016.**

- Dealership Handling and responsible to achieve Dealership's Billing, Delivery and Retail Targets.
- To achieve Target Tractor vol. with new product sales vol. in all area and each dealerships,

- Responsible for improvement of whole Territory with respective dealership and each segment, Strengthen the distribution network.
- Activity planning and execution as per requirement and business development through all process Implementation as per company norms.
- Collect the information about competitors and provide regular product training to all sales staff which helps him to product selling in the market.
- Currently handling 4 no. of Districts in Gujarat- Vadodara, Bharuch, Chota Udaipur & Narmada.

#### EDUCATION:

- **BACHELOR OF TECHNOLOGY (MECHANICAL ENGINEERING)**  
Babu Banarsidas Institute Of Engg. Tech & Research Centre, Bulandshahr, (U.P.)
  - **INTERMEDIATE EDUCATION (SCIENCE STREAM)**  
K.R.S.V.Inter College, Budaun(U.P.)-U.P. Board
  - **HIGH SCHOOL EDUCATION**  
D.D.S.V.M. Inter College, Budaun(U.P.)-U.P. Board
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#### TRAINING:

- 4 weeks training in **International Tractors Ltd. Hoshiarpur,Punjab** in 2010.
- 4 weeks training in **Indo Danish Tool Room,Jamshedpur(Jharkhand)** in 2011.

#### TECHNICAL PROFICIENCIES:

- Fully conversant with Internet technology and operations.
  - Basic knowledge of **WINDOWS, MS OFFICE, Internet Applications.**
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#### PERSONAL INFORMATION:

- **NAME:** Sudhir Kumar Singh
  - **DATE OF BIRTH:** 28<sup>th</sup> January 1989
  - **GENDER:** Male
  - **MARITAL STATUS:** Married
  - **LANGUAGES KNOWN:** English, Hindi & Gujarati
  - **ASSET:** Believe in competitive growth, motivated, team player, Positive Attitude, Mind Set Person.
  - **PERMANENT ADDRESS:** C/O Shri Durgpal Singh, Village & PO. Mongar, Tehsil & Distt. Budaun (U.P.)-243601.
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#### DECLARATION:

- I hereby declare that the information furnished above is true to best of my knowledge and belief.

PLACE:

DATE:

SIGNATURE

**SUDHIR KUMAR SINGH**